

Message Text

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41

ACTION EUR-12

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FM AMCONSUL VANCOUVER

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC PRIORITY 3187

AMEMBASSY OTTAWA PRIORITY

UNCLAS VANCOUVER 1251

E.O. 11652: N/A

TAGS: BMEP, BEXP, CA

SUBJECT: MAJOR EXPORT OPPORTUNITY: REPLACEMENT OF VANCOUVER
PUBLIC TRANSIT FLEET

1. BY LETTER DATED NOVEMBER 25, B.C. HYDRO HAS INFORMED CONGEN
IT IS PLANNING TO REPLACE ITS FLEET OF 261 CANADIAN CAR
OVERHEAD ELECTRIC TROLLEY COACHES BY 1981, WITH EITHER
TROLLEY OR DIESEL COACHES. B.C. HYDRO WISHES TO SOLICIT
FROM THE TRANSIT VEHICLE MANUFACTURING INDUSTRY CURRENT
INFORMATION ON MODERN URBAN TRANSIT VEHICLES.

2. B.C. HYDRO EMPHASIZES THAT THIS IS NOT A TENDER CALL,
BUT MERELY AN AID TO ITS STUDY. CONGEN WISHES TO POINT OUT,
HOWEVER, THAT U.S. FIRMS COULD GREATLY BENEFIT FROM HAVING
THEIR IDEAS AND DESIGNS INCLUDED IN THE STUDY SINCE
THIS WOULD HELP ENSURE THAT WHEN THE TENDER IS FINALLY CALLED
THEIR PRODUCTS WOULD BE COMPETITIVE.

3. B.C. HYDRO IS A CROWN CORPORATION (SIMILAR TO A PUBLIC UTILITY)
PRIMARILY ENGAGED IN POWER GENERATION AND DISTRIBUTION. BUT ALSO
RESPONSIBLE FOR MASS TRANSIT IN VANCOUVER AND VICTORIA. THE
TRANSIT SERVICES HAVE BEEN SIGNIFICANT FINANCIAL DRAIN AND
B.C. HYDRO WOULD PROBABLY BE ESPECIALLY RESPONSIVE TO DESIGNS
WHICH PROMISE TO REDUCE THIS DRAIN.

4. B.C. HYDRO HAS DIRECTLY CONTACTED THE FOLLOWING FIRMS:

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QM J.T. JEFFERSON ENTERPRISES LIMITED

2. ALTO QUEST INC.

3. THE ROHR FLEXIBEL COMPANY

4. WESTINGHOUSE LIMITED

5. AMERICAN M-A-N CORP.

6. GILLIG CORP. LIMITED

7. RANDTRONICS LIMITED

8. EAGLE INTERNATIONAL

9. TRANSPORTATION EQUIPMENT LIMITED

10. HAGEN INVESTMENTS LIMITED

11. RAAD INTERNATIONAL CORPORATION

12. AM GENERAL CORP. LIMITED

13. GENERAL ELECTRIC

14. BURTON REUBEN INC.

15. AEG TELEFUNKEN LIMITED

5. REQUEST MEPD MAKE THIS OPPORTUNITY KNOWN TO SUITABLE U.S. FIRMS. B.C. HYDRO CONTACT POINT IS S.B. PEACH, PURCHASING AGENT (TELEPHONE A.C. 604-663-2549). LETTER STATES PERIODS UNTIL DECEMBER 23 AND JANUARY 19 TO FEBRUARY 4, 1977, WOULD BE BEST FOR B.C. HYDRO TO MEET WITH MANUFACTURERS REPRESENTATIVES. LUPPI

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